

## Message Text

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ACTION COME-00

INFO OCT-01 AF-05 ADP-00 USIE-00 EB-05 CIAE-00 INR-10

NSAE-00 RSC-01 PRS-01 PA-02 RSR-01 /026 W

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R 191424Z JUL 73

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 335

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DEPT PASS COMMERCE/USIA

E.O. 11652: N/A

TAGS: BTRA

SUBJECT: NIGERIAN-AMERICAN CHAMBER OF COMMERCE: TRADE  
MISSION TO U.S.

1. BEGIN SUMMARY: NIGERIAN-AMERICAN CHAMBER OF COMMERCE  
PLANNING 15-MAN TRADE MISSION TO U.S. FROM SEPTEMBER 20-30.  
CHAMBER PLANNING CURRENTLY SEEMS TO US DEFICIENT AND WE  
FEAR POSSIBLE FIASCO. WE SOLICIT STATE/COMMERCE/USIA  
SUPPORT AND GUIDANCE. END SUMMARY.

2. ON JULY 18, SECRETARY OF NIGERIAN-AMERICAN CHAMBER  
OF COMMERCE SOLICITED EMBASSY SUPPORT FOR ABOUT 15-MAN  
TRADE MISSION TO U.S. PLANNED FOR SEPTEMBER 20-30. MEMBERS  
ARE PROMINENT IN PRIVATE SECTOR HERE, AND MISSION  
APPARENTLY SERIOUS TRADE MISSION. THIS IS FIRST TRIP OF  
KIND TO U.S. FOR CHAMBER, AND ALTHOUGH CHAMBER HAS HAD  
TRIPUNDER CONSIDERATION FOR SOME TIME THIS FIRST  
INDICATION WE HAVE HAD OF SEPTEMBER DATES.

3. ACCORDING SECRETARY, PREPARATIONS CURRENTLY CONSIST  
OF JULY 5 LETTER TO (UNNAMED) SECRETARY, AFRICAN/AMERICAN  
CHAMBER OF COMMERCE, NEW YORK (SENT IN CARE OF SECRETARY,  
NIGERIAN-AMERICAN CHAMBER OF COMMERCE, NEW YORK) ASKING  
AFRICAN/AMERICAN CHAMBER TO ARRANGE U.S. ITINERARY,  
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HANDLE TRAVEL AND HOTEL RESERVATIONS, SCHEDULE BUSINESS

APPOINTMENTS, AND GENERALLY TAKE CHARGE OF VISIT. LAGOS CHAMBER LETTER DID NOT STIPULATE MISSION'S COMMERCIAL INTERESTS, BUT DID SUGGEST VISITS NEW YORK, WASHINGTON, HOUSTON, BOSTON. SO FAR LAGOS CHAMBER HAS HAD NO RPT NO REPLY.

4. CHAMBER ALSO NEGOTIATING WITH PANAM HERE FOR TRANS-ATLANTIC TRAVEL.

5. IN OUR JULY 18 CONVERSATION, CHAMBER SECRETARY PROMISED TO HAVE FOR US ON JULY 26 DEFINITIVE LIST OF MISSION MEMBERS, WITH COMPANY NAMES, COMMERCIAL INTERESTS AND FINAL ITINERARY. (SUBJECT TO DETERMINATION GROUP'S INTERESTS, WE AIRED POSSIBILITY 3 CITIES WITH CONSIDERATION SUBSTITUTION LOS ANGELES, CHICAGO OR ATLANTA FOR HOUSTON/ BOSTON AND/OR EXTENDING U.S. STAY TO 12 OR 14 DAYS.) WE UNDERTOOK TO INFORM SECRETARY ON JULY 26 OF KINDS OF ASSISTANCE USG COULD CONSIDER, BUT WE AVOIDED COMMITMENTS.

6. COMMENT: ALTHOUGH WE DO NOT YET HAVE DEFINITIVE COMPOSITION TRADE MISSION, WE KNOW IT CONTAINS PROMINENT PRIVATE SECTOR PERSONALITIES AND NIGERIAN-AMERICAN CHAMBER OF COMMERCE IS INSTRUMENTALITY IDENTIFIED WITH U.S. AND USEFUL TO U.S. WE CANNOT AFFORD FIASCO. ON OTHER HAND, WE THINK WOULD BE MISTAKE FOR USG TO TAKE OVERT RESPONSIBILITY FOR MISSION'S ARRANGEMENTS AND ITS SUCCESS. MISSION IS PRIVATE SECTOR GROUP THAT HAS NOT SOUGHT AND IS NOT SEEKING FMG OR USG SPONSORSHIP.

7. ACTION: WE LOOK TO STATE/COMMERCE/USIA FOR GUIDANCE AND SUPPORT MISSION THAT WILL INSURE AGAINST FIASCO AND MAXIMIZE OPPORTUNITIES FOR EXPANDING U.S./NIGERIAN TRADE RELATIONS AT SAME TIME THAT IT AVOIDS USG COMMITMENT OR RESPONSIBILITY FOR SUCCESS OF MISSION. FOR JULY 26 MEETING WITH SECRETARY OF CHAMBER APPRECIATE HAVING FROM DEPARTMENT DETAILS OF ARRANGEMENTS THAT AFRICAN/AMERICAN CHAMBER OF COMMERCE AND/OR NIGERIAN-AMERICAN CHAMBER OF COMMERCE HAVE MADE OR ARE MAKING, AND INDICATION OF ASSISTANCE THAT USG CAN PROVIDE ON ACROSS-THE-BOARD BASIS, THAT IS, TRAVEL AND HOTEL ARRANGEMENTS; BUSINESS AND OFFICIAL APPOINTMENTS; LIMITED OFFICIAL USE

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PR, CULTURAL AND SIGHTSEEING ACTIVITIES.  
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## Message Attributes

**Automatic Decaptioning:** X  
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**Disposition Approved on Date:**  
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**Disposition Date:** 28 MAY 2004  
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